

FIG. 1

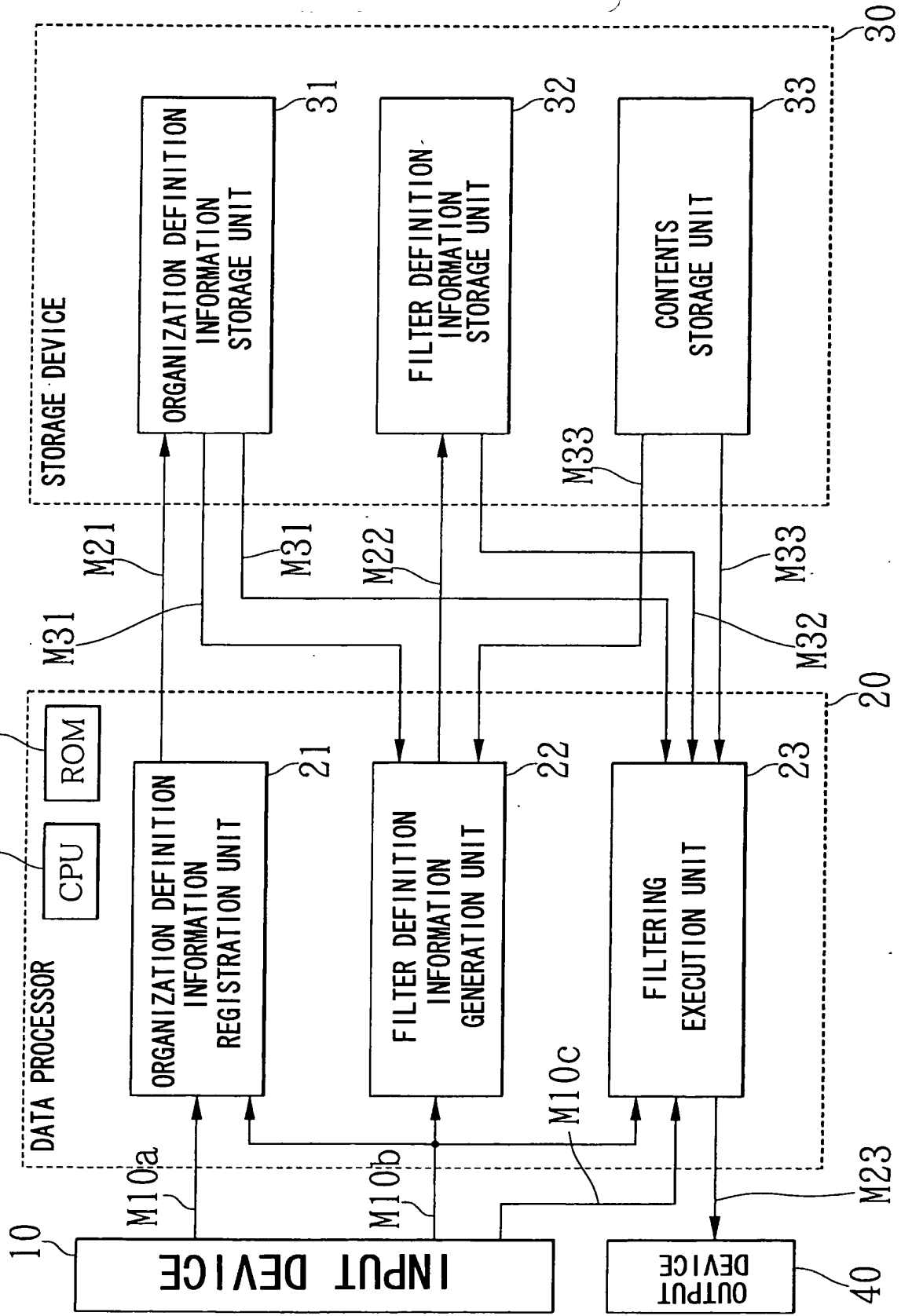


FIG. 2

CATEGORY	ITEM	DESCRIPTION
ORGANIZATION-WIDE INFORMATION	ORGANIZATION HIERARCHY	HIERARCHY OF SUB-ORGANIZATIONS
	SUB-ORGANIZATION	ORGANIZATION NAME, BUSINESS AREA, FUNCTIONAL FIELD, RESPONSIBILITY, AUTHORITY, HEAD/CHIEF, ETC.
	PERSONAL ASSIGNMENT	DIVISION/SECTION ASSIGNED, MANAGEMENT SPAN, PRIMARY JOB/CONCURRENT JOB
	EMPLOYEE ID	NUMBER, CODE, ETC., UNIQUELY IDENTIFYING A PERSON
PERSONAL INFORMATION	NAME	PERSONAL NAME
	JOB TITLE	MANAGER, FACTORY MANAGER, HEAD OF DIVISION, CHIEF OF SECTION, CLERK, ETC.
	JOB TYPE	SALES, DEVELOPMENT, CUSTOMER SUPPORT, ETC.
	CHARGE	PRODUCT, CUSTOMER, AREA, PROCESS, ETC.
	FUNCTION	CONSULTING, ORDER ACCEPTANCE, SALES PLANNING, RESULT INVESTIGATION, ETC.
	RESPONSIBILITY	PERIODIC REPORT, COUNTERMEASURES AGAINST EXCEPTIONS, SECURITY MAINTENANCE REGULATIONS, ETC.
	KNOWLEDGE	QUALIFICATION, EXPERTISE, SPECIAL FIELD, LANGUAGE ABILITY, ETC.
	EXPERIENCE	PROJECT, CUSTOMER, TECHNICAL FIELD, AREA, ETC.
	ADDRESS INFORMATION	ADDRESS, TELEPHONE NUMBER, FAX NUMBER, E-MAIL, ETC.

FIG. 3

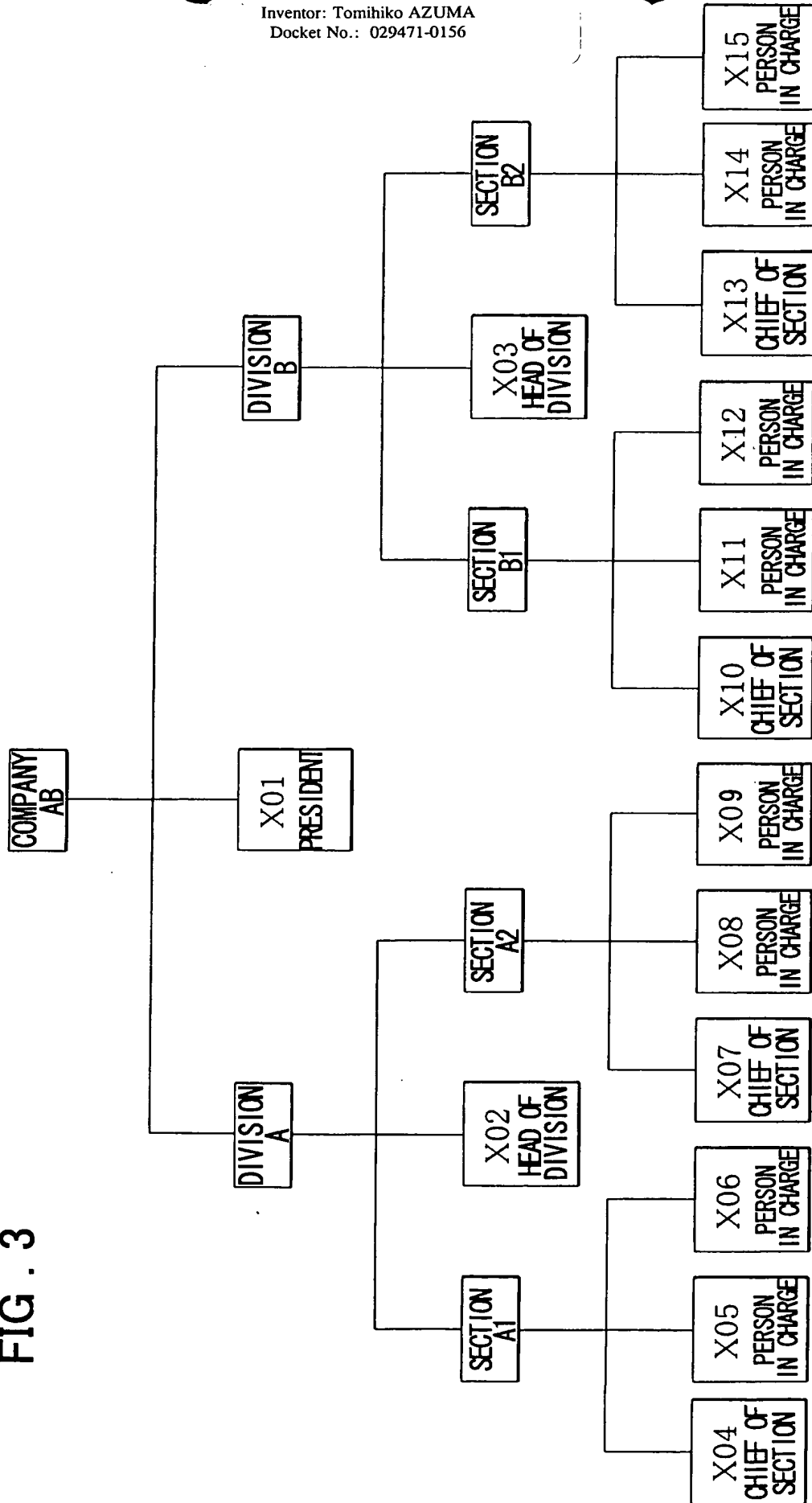


FIG . 4

ATTRIBUTE	VALUE
EMPLOYEE ID	X05
NAME	TOMIHIKO AZUMA
JOB TITLE	PERSON IN CHARGE
CHARGE	VIDEO
PASSWORD	XXXXXXXX

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FIG. 5

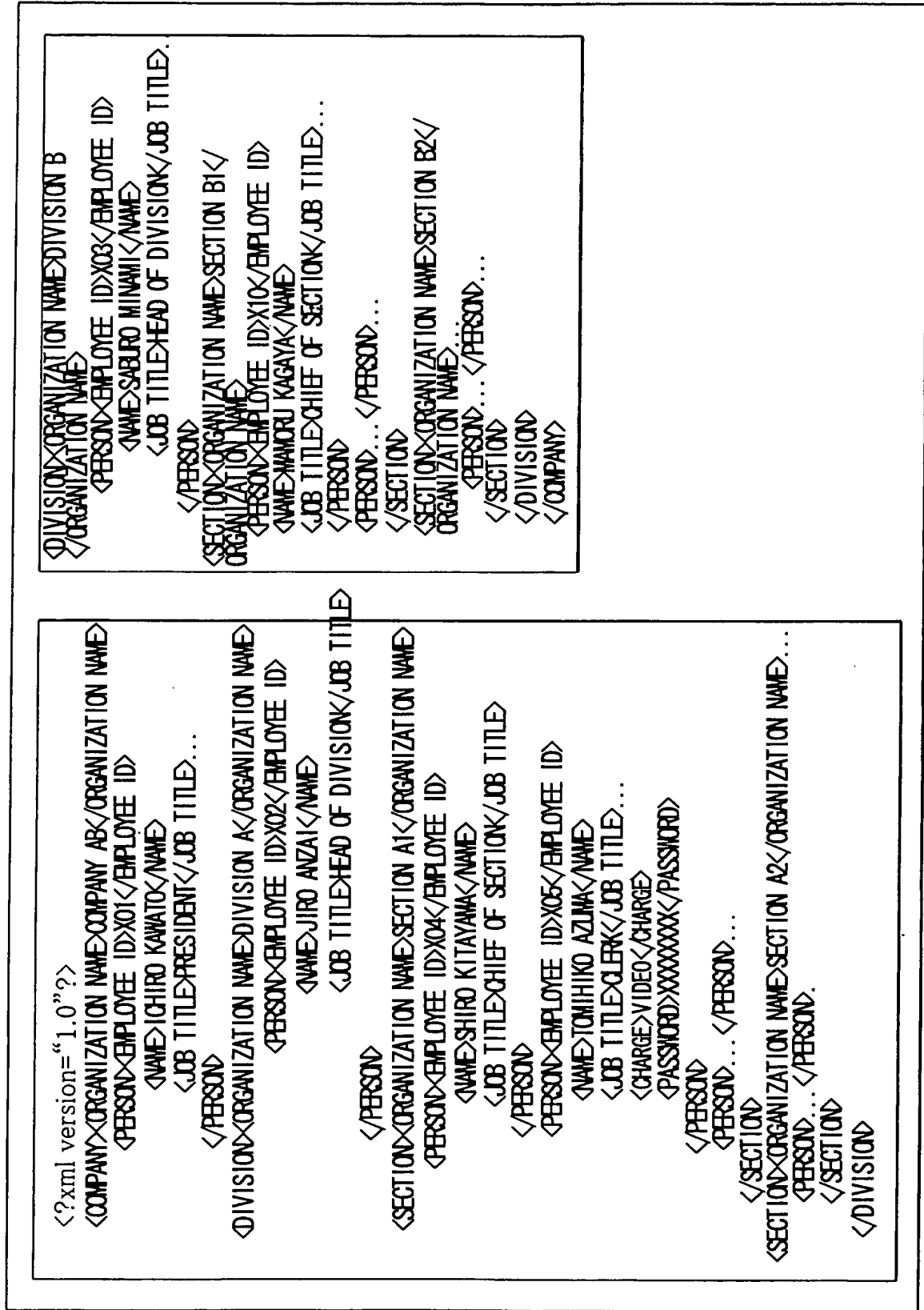


FIG. 6

TAG	MEANING	START	END
COMPANY	DEFINITION OF COMPANY	<COMPANY>	</COMPANY>
DIVISION	DEFINITION OF DIVISION	<DIVISION>	</DIVISION>
SECTION	DEFINITION OF SECTION	<SECTION>	</SECTION>
ORGANIZATION NAME	DEFINITION OF ORGANIZATION NAME	<ORGANIZATION NAME>	</ORGANIZATION NAME>
PERSON	DEFINITION OF PERSON	<PERSON>	</PERSON>
EMPLOYEE ID	PERSONAL EMPLOYEE ID	<EMPLOYEE ID>	</EMPLOYEE ID>
NAME	PERSONAL NAME	<NAME>	</NAME>
JOB TITLE	PERSONAL JOB TITLE	<JOB TITLE>	</JOB TITLE>
CHARGE	ONE TAKEN IN CHARGE OF BY PERSON	<CHARGE >	</CHARGE >
PASSWORD	PERSONAL PASSWORD	<PASSWORD>	</PASSWORD>

FIG. 7

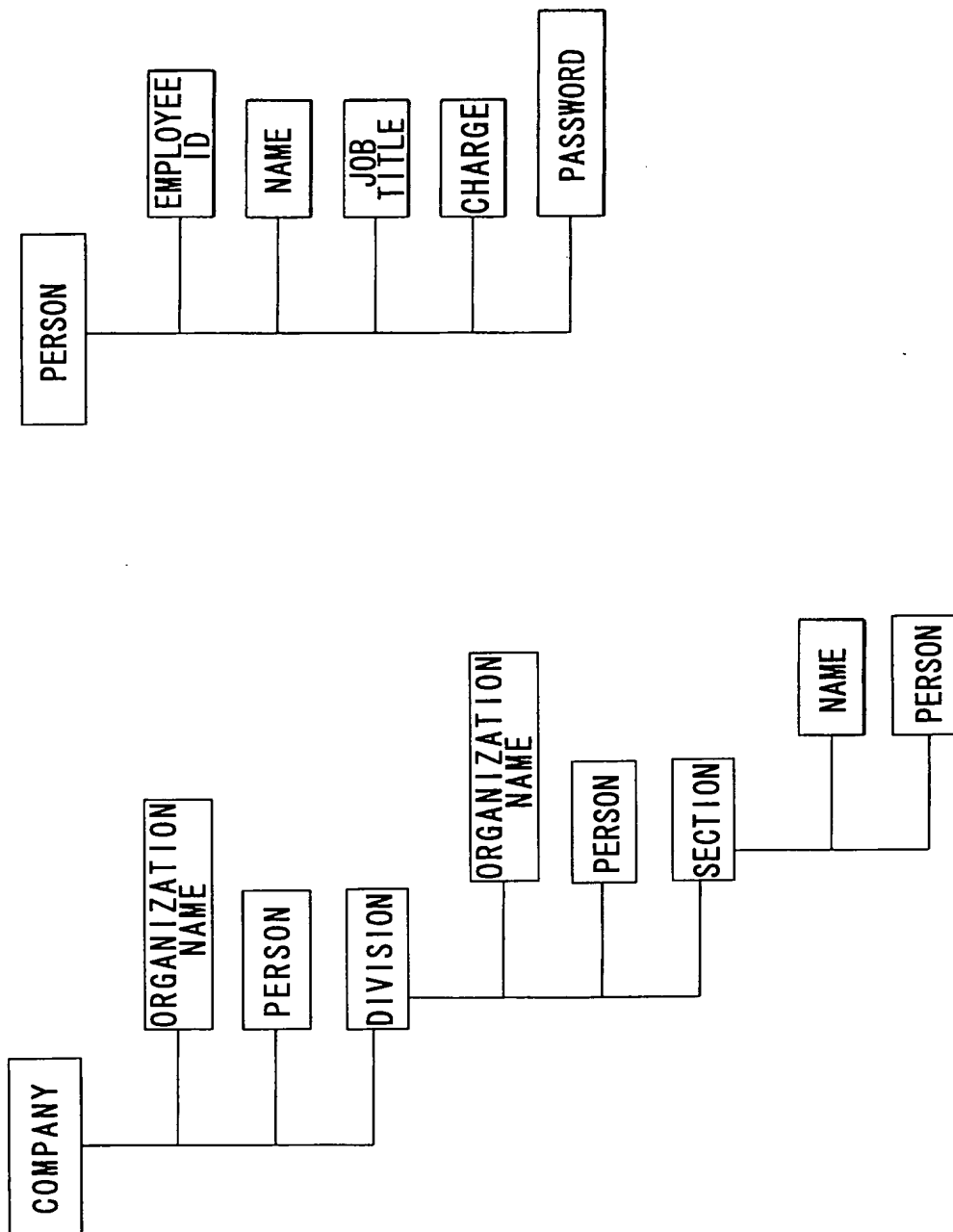


FIG . 8

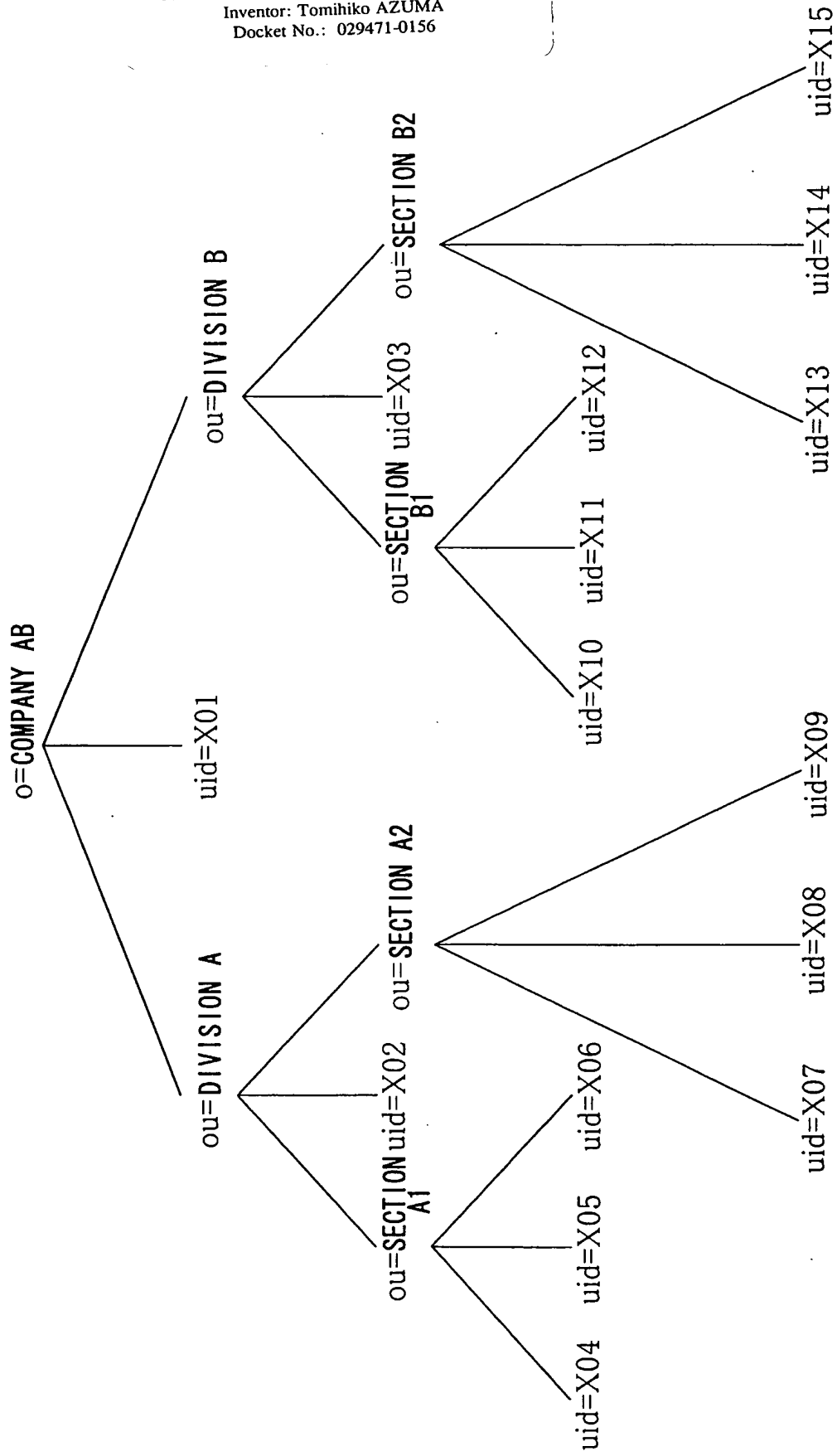


FIG. 9

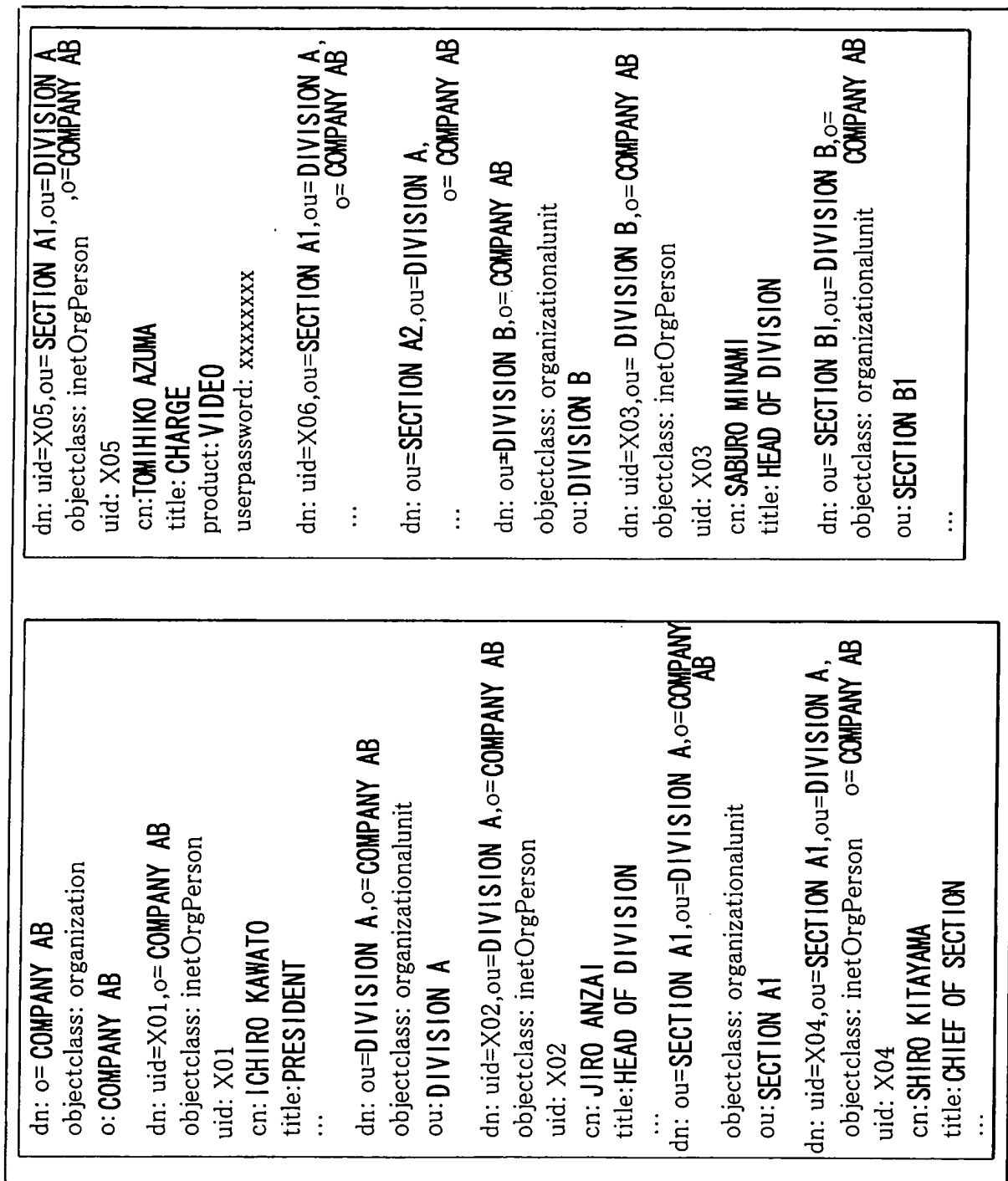


FIG . 10

ATTRIBUTE	MEANING
dn	OBJECT IDENTIFIER
objectclass	OBJECT CLASS
o	COMPANY NAME
ou	ORGANIZATION NAME
uid	PERSONAL EMPLOYEE ID
cn	PERSONAL NAME
title	PERSONAL JOB TITLE
product	PRODUCT TAKEN IN CHARGE OF BY PERSON
userpassword	PERSONAL PASSWORD

FIG. 11a

ORGANIZATION	HIGHER LEVEL ORGANIZATION
COMPANY AB	—
DIVISION A	COMPANY AB
DIVISION B	COMPANY AB
SECTION A1	DIVISION A
SECTION A2	DIVISION A
SECTION B1	DIVISION B
SECTION B2	DIVISION B

FIG. 11b

EMPLOYEE ID	ORGANIZATION	NAME	JOB TITLE	PRODUCT	PASSWORD
X01	COMPANY AB	ICHIRO KAWATO	PRESIDENT	—	XXXXXXXXXX
X02	DIVISION A	JIRO ANZAI	HEAD OF DIVISION	—	XXXXXXXXXX
X03	DIVISION B	SABURO MINAMI	HEAD OF DIVISION	—	XXXXXXXXXX
X04	SECTION A1	SHIRO KITAYAMA	HEAD OF SECTION	—	XXXXXXXXXX
X05	SECTION A1	TOMIHIKO AZUMA	PERSON IN CHARGE	VIDEO	XXXXXXXXXX
X06	SECTION A1	HIROYUKI KUBOTA	PERSON IN CHARGE	TV	XXXXXXXXXX
X07	SECTION A2	SHOJI YOSHIKAWA	HEAD OF SECTION	—	XXXXXXXXXX
X08	SECTION A2	KATSUHIITO TAKATUKI	PERSON IN CHARGE	REFRIGERATOR	XXXXXXXXXX
X09	SECTION A2	KEIJI YODA	PERSON IN CHARGE	WASHING MACHINE	XXXXXXXXXX
X10	SECTION B1	MAMORU KAGAYA	HEAD OF SECTION	—	XXXXXXXXXX
X11	SECTION B1	HIROAKI YONEYAMA	PERSON IN CHARGE	TELEPHONE	XXXXXXXXXX
X12	SECTION B1	TADASHI KAWANO	PERSON IN CHARGE	F A X	XXXXXXXXXX
X13	SECTION B2	HIDEO ITO	HEAD OF SECTION	—	XXXXXXXXXX
X14	SECTION B2	AKIRA KANDA	PERSON IN CHARGE	PC	XXXXXXXXXX
X15	SECTION B2	HIROKO MAGAYAMA	PERSON IN CHARGE	PRINTER	XXXXXXXXXX

FIG . 12

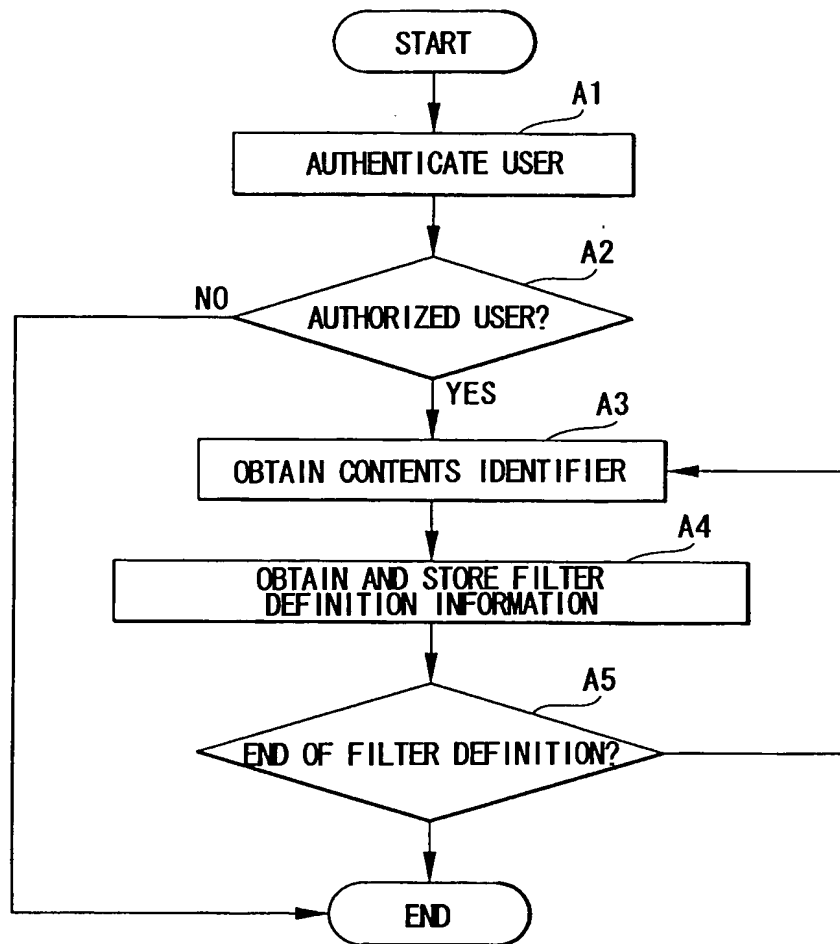


FIG. 12

FIG. 13

CONTENTS	FILTERING CONDITION
SALES RESULT	SALES RESULT. PRODUCT = ORGANIZATION DEFINITION. CHARGE
OVERTIME WORK RESULT	OVERTIME WORK RESULT. EMPLOYEE ID = ORGANIZATION DEFINITION. EMPLOYEE ID
.

FIG. 13

FIG. 14

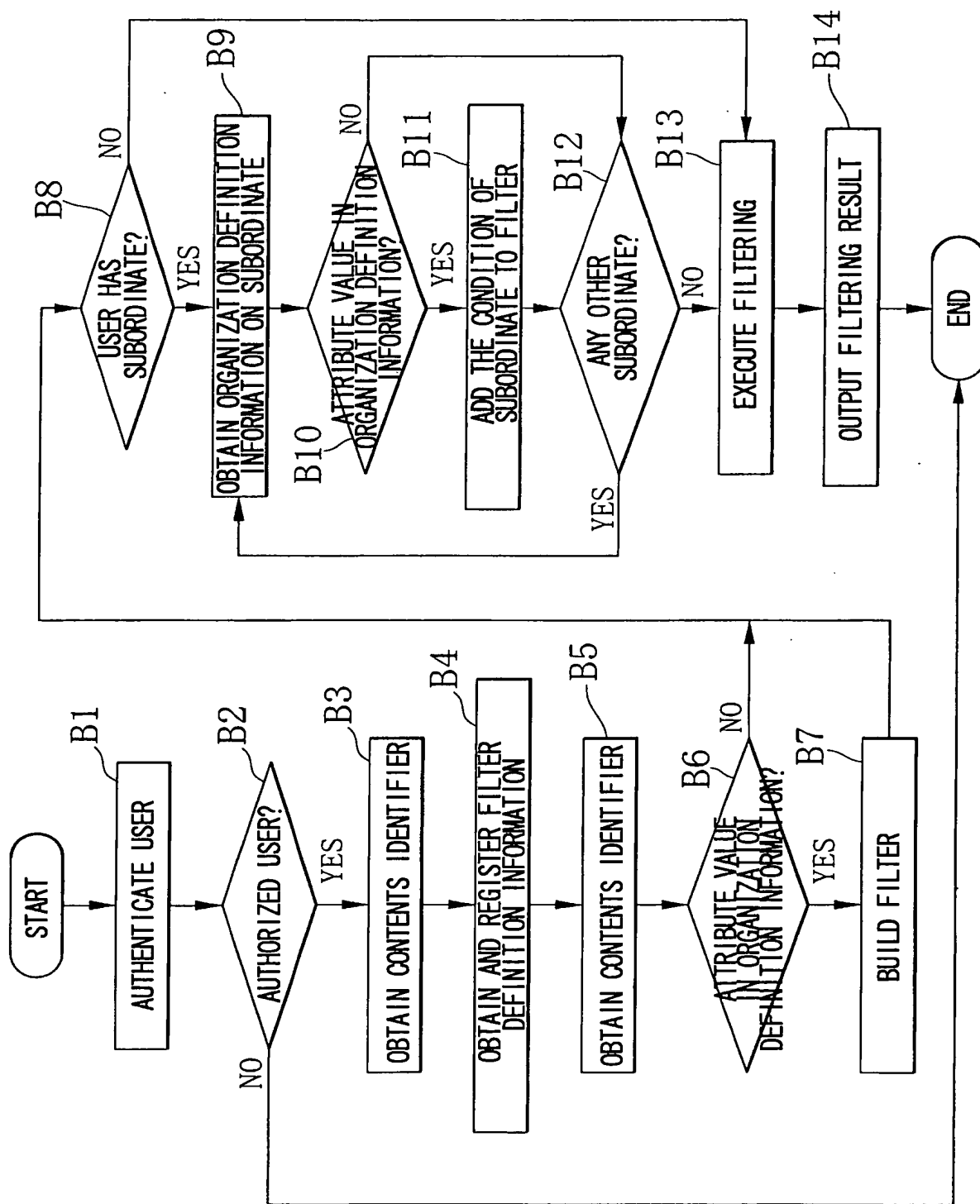


FIG. 15

EMPLOYEE ID	USER	FILTER
X04	KITAYAMA	SALES RESULT. PRODUCT = 'VIDEO' OR SALES RESULTS. PRODUCT = 'TV'
X03	MINAMI	SALES RESULT. PRODUCT = 'TELEPHONE' OR SALES RESULTS. PRODUCT = 'FAX' OR SALES RESULT. PRODUCT = 'PC' OR SALES RESULTS. PRODUCT = 'PRINTER'
X14	KANDA	SALES RESULT. PRODUCT = 'PC'

FIG. 16

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
VIDEO	101	33	25	44	59	125
TV	74	32	57	99	112	43
REFRIGERATOR	23	46	67	88	93	61
WASHING MACHINE	34	37	52	60	35	38
TELEPHONE	145	109	120	156	204	107
F A X	35	27	67	78	28	37
PC	176	143	133	178	109	124
PRINTER	32	31	35	54	66	24

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
VIDEO	101	33	25	44	59	125
TV	74	32	57	99	112	43

FIG . 17a

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
TELEPHONE	145	109	120	156	204	107
F A X	35	27	67	78	28	37
PC	176	143	133	178	109	124
PRINTER	32	31	35	54	66	24

FIG . 17b

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
PC	176	143	133	178	109	124

FIG . 17c

FIG. 18a

ORGANIZATION	HIGHER ORGANIZATION
COMPANY AB	—
DIVISION A	COMPANY AB
DIVISION B	COMPANY AB
DIVISION C	COMPANY AB
SECTION A1	DIVISION A
SECTION A2	DIVISION A
SECTION B1	DIVISION B
SECTION B2	DIVISION B
SECTION C1	DIVISION C

FIG. 18b

EMPLOYEE ID	ORGANIZATION	NAME	JOB TITLE	PRODUCT	PASSWORD
X01	COMPANY AB	ICHIRO KAWATO	PRESIDENT	—	XXXXXXXXXX
X02	DIVISION A	JIRO ANZAI	HEAD OF DIVISION	—	XXXXXXXXXX
X03	DIVISION B	SABURO MINAMI	HEAD OF DIVISION	—	XXXXXXXXXX
X16	DIVISION C	SATOSHI KUROIWA	HEAD OF DIVISION	—	XXXXXXXXXX
X13	SECTION A1	HIDEO ITO	HEAD OF SECTION	—	XXXXXXXXXX
X05	SECTION A1	TOIHIKO AZUMA	PERSON IN CHARGE	VIDEO	XXXXXXXXXX
X06	SECTION A1	HIROYUKI KUBOTA	PERSON IN CHARGE	TV	XXXXXXXXXX
X09	SECTION A1	KEIJI YUJIDA	PERSON IN CHARGE	DVD PLAYER	XXXXXXXXXX
X07	SECTION A2	SHOUJI YOSHIKAWA	HEAD OF SECTION	—	XXXXXXXXXX
X08	SECTION A2	KATSUHIITO TAKATSUKI	PERSON IN CHARGE	REFRIGERATOR	XXXXXXXXXX
X10	SECTION B1	MAKORU KAGAYA	HEAD OF SECTION	—	XXXXXXXXXX
X11	SECTION B1	HIROAKI YONEYAMA	PERSON IN CHARGE	TELEPHONE	XXXXXXXXXX
X12	SECTION B1	TADASHI KAWANO	PERSON IN CHARGE	F A X	XXXXXXXXXX
X04	SECTION B2	SHIRO KITAYAMA	HEAD OF SECTION	—	XXXXXXXXXX
X14	SECTION B2	AKIRA KANDA	PERSON IN CHARGE	PC	XXXXXXXXXX
X15	SECTION B2	HIROKO NAGAYAMA	PERSON IN CHARGE	PRINTER	XXXXXXXXXX
X17	SECTION C1	MEGUMI SATO	HEAD OF SECTION	—	XXXXXXXXXX
X18	SECTION C1	KOUICHI OKAMOTO	PERSON IN CHARGE	AIR CONDITIONER	XXXXXXXXXX
X19	SECTION C1	MASAYUKI ORITO	PERSON IN CHARGE	DRIER	XXXXXXXXXX

FIG . 19

EMPLOYEE ID	USER	FILTER
X16	KUROIWA	SALES RESULT. PRODUCT = 'AIR CONDITIONER' OR SALES RESULT. PRODUCT = 'DRIER'
X17	SATO	SALES RESULT. PRODUCT = 'AIR CONDITIONER' OR SALES RESULT. PRODUCT = 'DRIER'
X13	ITO	SALES RESULT. PRODUCT = 'VIDEO' OR SALES RESULT PRODUCT = 'TV' OR SALES RESULT. PRODUCT = 'DVD PLAYER'
X04	KITAYAMA	SALES RESULT. PRODUCT = 'PC' OR SALES RESULT PRODUCT = 'PRINTER'

FIG. 20a

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
AIR CONDITIONER	10	12	56	89	78	30
DRIER	10	15	47	58	23	20

FIG . 20a

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
VIDEO	101	33	25	44	59	125
TV	74	32	57	99	112	43
DVD PLAYER	8	12	14	25	17	12

FIG . 20b

PRODUCT	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER
PC	176	143	133	178	109	124
PRINTER	32	31	35	54	66	24

FIG . 20c

